

# Kewpie Corporation

1-4-13 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan Tel:03-3486-3331



## Summary of Consolidated Financial Statements for the Third Quarter of the Fiscal Year Ending November 30, 2023 [JAPAN GAAP]

October 5, 2023

Listed company name: Kewpie Corporation  
 Listed exchange: Tokyo Stock Exchange  
 Securities code: 2809  
 URL: <https://www.kewpie.com/en/>  
 Representative: Mitsuru Takamiya,  
 Representative Director, President and Chief Executive Corporate Officer  
 Contact: Takumi Tomita,  
 Corporate Officer in charge of Accounting and Finance  
 Scheduled date for filing quarterly securities report: October 13, 2023  
 Scheduled date for dividend payment: –  
 Quarterly supplementary data: Yes  
 Quarterly results briefing: None

(Amounts are rounded down to the nearest million yen.)

### 1. Consolidated business results for the third quarter of the fiscal year ending November 30, 2023 (From December 1, 2022 to August 31, 2023)

#### (1) Consolidated operating results (Cumulative)

(Percentage figures show changes from the same period of the previous year.)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended August 31, 2023	335,897	5.6	13,341	(37.7)	15,083	(34.3)	11,081	(23.8)
Nine months ended August 31, 2022	318,214	4.7	21,407	(2.3)	22,945	(1.9)	14,541	0.1

(Note) Comprehensive income: Nine months ended August 31, 2023 ¥15,207 million (Decrease of 39.5%)  
 Nine months ended August 31, 2022 ¥25,149 million (Increase of 23.3%)

	Earnings per share	Earnings per share (diluted)
	Yen	Yen
Nine months ended August 31, 2023	79.72	–
Nine months ended August 31, 2022	104.61	–

#### (2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
As of August 31, 2023	418,768	302,522	65.5
As of November 30, 2022	403,384	294,623	66.4

(Reference) Shareholders' equity: As of August 31, 2023 ¥274,230 million  
 As of November 30, 2022 ¥267,657 million

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## 2. Dividends

	Annual dividend per share				
	End of 1st quarter	End of 2nd quarter	End of 3rd quarter	Year-end	Total
Fiscal year 2022	– <sup>Yen</sup>	20.00 <sup>Yen</sup>	– <sup>Yen</sup>	27.00 <sup>Yen</sup>	47.00 <sup>Yen</sup>
Fiscal year 2023	–	23.00	–		
Fiscal year 2023 (Forecast)				27.00	50.00

(Note) Revision to the most recently announced forecast of dividends: None

## 3. Forecasts of consolidated operating results for the fiscal year ending November 30, 2023 (From December 1, 2022 to November 30, 2023)

(Percentage figures show changes from the previous year.)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent		Earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Year ending November 30, 2023	453,300	5.3	18,000	(29.2)	19,900	(27.0)	12,000	(25.2)	86.33

(Note) Revision to the most recently announced forecast of consolidated operating results: Yes

### \*Notes

- (1) Changes in significant subsidiaries during the nine months (Changes in specified subsidiaries resulting in the change in the scope of consolidation): None
- (2) Application of special accounting treatments for the preparation of quarterly consolidated financial statements: None
- (3) Changes in accounting policies and estimates, and restatements
  - a) Changes in accounting policies due to revision of accounting standards: Yes
  - b) Changes in accounting policies due to reasons other than "a)" (above): None
  - c) Changes in accounting estimates: None
  - d) Restatements: None
- (4) Number of issued shares (common stock)
  - a) Number of issued shares at the end of the period (including treasury stock):
 

August 31, 2023	141,500,000 shares
November 30, 2022	141,500,000 shares
  - b) Number of shares of treasury stock at the end of the period:
 

August 31, 2023	2,496,748 shares
November 30, 2022	2,495,894 shares
  - c) Average number of shares during the period (cumulative from the beginning of the fiscal year):
 

December 1, 2022 to August 31, 2023	139,003,619 shares
December 1, 2021 to August 31, 2022	139,004,505 shares

**\*The summary of quarterly consolidated financial statements is outside the scope of quarterly review procedures by certified public accountants or an audit corporation.**

### \*Statement for an appropriate usage of the forecasts of operating results and other special notes

The forecasts and other forward looking statements contained in this summary are based on the information currently available to the Company and certain assumptions considered reasonable by the Company. Therefore, they are not guaranteed to be achieved by the Company. As a result, the forecasts of operating results may differ significantly from the actual operating results due to various factors.

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1-4-13 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan Tel:03-3486-3331



## Table of contents

<b>I. Quarterly consolidated financial statements and major notes</b> .....	2
1. Quarterly Consolidated Balance Sheets .....	2
2. Quarterly Consolidated Statements of Income and Quarterly Consolidated Statements of Comprehensive Income .....	4
(Quarterly Consolidated Statements of Income) (Nine months ended August 31, 2022 and August 31, 2023).....	4
(Quarterly Consolidated Statements of Comprehensive Income) (Nine months ended August 31, 2022 and August 31, 2023) .....	5
3. Notes Regarding Quarterly Consolidated Financial Statements .....	6
(Notes regarding assumption of a going concern) .....	6
(Notes regarding the significant changes in the amount of shareholders' equity) .....	6
(Changes in accounting policies) .....	6
(Segment information).....	7

# Kewpie Corporation

1-4-13 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan Tel:03-3486-3331



## I. Quarterly consolidated financial statements and major notes

### 1. Quarterly Consolidated Balance Sheets

(Millions of yen)

	Previous fiscal year (As of November 30, 2022)	Current third quarter (As of August 31, 2023)
<b>Assets</b>		
Current assets		
Cash and deposits	57,825	60,304
Notes and accounts receivable - trade	59,414	69,074
Securities	10,000	1,300
Purchased goods and products	20,867	28,702
Work in process	2,659	2,220
Raw materials and supplies	13,551	15,613
Other	3,524	4,826
Allowances for doubtful accounts	(115)	(299)
Total current assets	167,726	181,741
Fixed assets		
Tangible fixed assets		
Buildings and structures	162,131	162,776
Accumulated depreciation	(97,130)	(100,696)
Net book value	65,001	62,079
Machinery, equipment and vehicles	153,551	154,663
Accumulated depreciation	(111,171)	(113,735)
Net book value	42,379	40,927
Land	30,529	30,763
Construction in progress	3,446	4,245
Other	18,768	19,285
Accumulated depreciation	(13,075)	(13,691)
Net book value	5,693	5,593
Total tangible fixed assets	147,050	143,610
Intangible fixed assets		
Goodwill	364	227
Other	15,274	15,792
Total intangible fixed assets	15,639	16,020
Investments and other assets		
Investment securities	45,633	49,558
Assets for retirement benefits	18,656	19,344
Other	8,798	8,587
Allowances for doubtful accounts	(119)	(94)
Total investments and other assets	72,969	77,395
Total fixed assets	235,658	237,026
<b>Total assets</b>	<b>403,384</b>	<b>418,768</b>

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1-4-13 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan Tel:03-3486-3331



(Millions of yen)

	Previous fiscal year (As of November 30, 2022)	Current third quarter (As of August 31, 2023)
<b>Liabilities</b>		
Current liabilities		
Notes and accounts payable - trade	33,051	35,140
Short-term loans payable	3,058	18,571
Accrued income taxes	2,157	2,508
Reserves for bonuses	1,487	5,507
Other reserves	155	97
Other	25,342	23,772
<b>Total current liabilities</b>	<b>65,252</b>	<b>85,598</b>
Non-current liabilities		
Bonds	10,000	10,000
Long-term loans payable	16,070	856
Liabilities for retirement benefits	2,840	2,354
Asset retirement obligations	267	270
Other	14,330	17,166
<b>Total non-current liabilities</b>	<b>43,508</b>	<b>30,647</b>
<b>Total liabilities</b>	<b>108,761</b>	<b>116,245</b>
<b>Net assets</b>		
Shareholders' equity		
Paid-in capital	24,104	24,104
Capital surplus	28,634	28,637
Earned surplus	203,515	207,647
Treasury stock	(5,840)	(5,842)
<b>Total shareholders' equity</b>	<b>250,413</b>	<b>254,546</b>
Accumulated other comprehensive income		
Unrealized holding gains (losses) on securities	9,348	11,587
Unrealized gains (losses) on hedges	(1)	50
Foreign currency translation adjustments	5,911	6,130
Accumulated adjustments for retirement benefits	1,985	1,916
<b>Total accumulated other comprehensive income</b>	<b>17,244</b>	<b>19,684</b>
<b>Non-controlling interests</b>	<b>26,965</b>	<b>28,291</b>
<b>Total net assets</b>	<b>294,623</b>	<b>302,522</b>
<b>Total liabilities and net assets</b>	<b>403,384</b>	<b>418,768</b>

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## 2. Quarterly Consolidated Statements of Income and Quarterly Consolidated Statements of Comprehensive Income

(Quarterly Consolidated Statements of Income)

(Nine months ended August 31, 2022 and August 31, 2023)

(Millions of yen)

	Previous third quarter (Cumulative) (From December 1, 2021 to August 31, 2022)	Current third quarter (Cumulative) (From December 1, 2022 to August 31, 2023)
Net sales	318,214	335,897
Cost of sales	223,354	247,107
Gross profit	94,860	88,789
Selling, general and administrative expenses	73,452	75,448
Operating income	21,407	13,341
Non-operating income		
Interest income	171	364
Dividends income	441	454
Equity in earnings of affiliates	773	689
Other	638	1,170
Total non-operating income	2,024	2,679
Non-operating expenses		
Interest expenses	175	303
Other	310	634
Total non-operating expenses	486	937
Ordinary income	22,945	15,083
Extraordinary gains		
Gains on sales of shares of subsidiaries and associates	1,288	2,968
Gains on sales of investment securities	255	512
Gains on sales of fixed assets	9	8
Other	0	424
Total extraordinary gains	1,552	3,914
Extraordinary losses		
Impairment losses	4	1,404
Losses on disposal of fixed assets	685	429
Other	137	211
Total extraordinary losses	827	2,045
Profit before income taxes	23,670	16,952
Income taxes	7,300	4,291
Profit	16,370	12,660
Profit attributable to non-controlling interests	1,829	1,579
Profit attributable to owners of parent	14,541	11,081

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1-4-13 Shibuya, Shibuya-ku, Tokyo 150-0002, Japan Tel:03-3486-3331



(Quarterly Consolidated Statements of Comprehensive Income)  
(Nine months ended August 31, 2022 and August 31, 2023)

	Previous third quarter (Cumulative) (From December 1, 2021 to August 31, 2022)	Current third quarter (Cumulative) (From December 1, 2022 to August 31, 2023)
	(Millions of yen)	
Profit	16,370	12,660
Other comprehensive income		
Unrealized holding gains (losses) on securities	376	2,197
Unrealized gains (losses) on hedges	31	53
Foreign currency translation adjustments	7,252	241
Adjustments for retirement benefits	558	(82)
Share of other comprehensive income of entities accounted for using equity method	561	137
Total other comprehensive income	8,778	2,546
Comprehensive income	25,149	15,207
(Breakdown)		
Comprehensive income attributable to owners of parent	21,600	13,521
Comprehensive income attributable to non-controlling interests	3,548	1,686

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## 3. Notes Regarding Quarterly Consolidated Financial Statements

(Notes regarding assumption of a going concern)

Not applicable.

(Notes regarding the significant changes in the amount of shareholders' equity)

Not applicable.

(Changes in accounting policies)

Application of U.S. GAAP ASU 2016-02 "Leases"

Overseas consolidated subsidiaries adopting U.S. GAAP have applied U.S. GAAP ASU 2016-02 "Leases" effective from the first quarter of the current fiscal year. This requires lessees to recognize assets and liabilities on the balance sheet for, in principle, all lease transactions. In applying this accounting standard, the Company has adopted the method that the cumulative effect of this accounting standard is recognized as of the first day of the application, which is allowed as a transitional measure.

The effect of applying this accounting standard on the quarterly consolidated financial statements was immaterial.



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(Segment information)

[Segment information]

## I. Previous third quarter (Cumulative from December 1, 2021 to August 31, 2022)

1. Information on amounts of net sales and profit or loss by reporting segment and information on disaggregation of revenue

									(Millions of yen)
	Retail Market	Food Service	Overseas	Fruit Solutions	Fine Chemicals	Common Business	Total	Adjustments (Note 1)	Amount reported on the quarterly consolidated statements of income (Note 2)
Net sales									
Revenue from contracts with customers	130,480	116,101	47,437	12,537	7,621	4,035	318,214	–	318,214
Other revenue	–	–	–	–	–	–	–	–	–
Net sales to outside customers	130,480	116,101	47,437	12,537	7,621	4,035	318,214	–	318,214
Intersegment net sales or transfers	600	3,696	1,546	151	255	8,564	14,814	(14,814)	–
<b>Total</b>	<b>131,081</b>	<b>119,797</b>	<b>48,983</b>	<b>12,689</b>	<b>7,876</b>	<b>12,599</b>	<b>333,028</b>	<b>(14,814)</b>	<b>318,214</b>
<b>Segment profit</b>	<b>11,017</b>	<b>5,635</b>	<b>6,754</b>	<b>318</b>	<b>1,151</b>	<b>967</b>	<b>25,845</b>	<b>(4,438)</b>	<b>21,407</b>

(Notes) 1. "Adjustments" of ¥(4,438) million in "Segment profit" includes Company-wide expenses unallocated to the respective reporting segments. The Company-wide expenses mainly consist of expenditures pertaining to general and administrative expenses not attributable to particular reporting segments.

2. "Segment profit" is adjusted to report "Operating income" in the quarterly consolidated statements of income.

2. Information on impairment losses of fixed assets or goodwill, etc. by reporting segment

(Significant impairment losses of fixed assets)

Not applicable.

(Significant changes in amount of goodwill)

Not applicable.

(Significant gains on negative goodwill)

Not applicable.

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## II. Current third quarter (Cumulative from December 1, 2022 to August 31, 2023)

### 1. Information on amounts of net sales and profit or loss by reporting segment and information on disaggregation of revenue

(Millions of yen)

	Retail Market	Food Service	Overseas	Fruit Solutions	Fine Chemicals	Common Business	Total	Adjustments (Note 1)	Amount reported on the quarterly consolidated statements of income (Note 2)
Net sales									
Revenue from contracts with customers	132,308	122,038	55,372	13,132	8,420	4,625	335,897	–	335,897
Other revenue	–	–	–	–	–	–	–	–	–
Net sales to outside customers	132,308	122,038	55,372	13,132	8,420	4,625	335,897	–	335,897
Intersegment net sales or transfers	684	3,483	1,080	229	275	8,722	14,476	(14,476)	–
Total	132,993	125,522	56,452	13,361	8,696	13,347	350,373	(14,476)	335,897
Segment profit	7,327	2,396	7,015	417	555	893	18,605	(5,263)	13,341

(Notes) 1. "Adjustments" of ¥(5,263) million in "Segment profit" includes Company-wide expenses unallocated to the respective reporting segments. The Company-wide expenses mainly consist of expenditures pertaining to general and administrative expenses not attributable to particular reporting segments.

2. "Segment profit" is adjusted to report "Operating income" in the quarterly consolidated statements of income.

### 2. Information on impairment losses of fixed assets or goodwill, etc. by reporting segment

(Significant impairment losses of fixed assets)

(Millions of yen)

	Retail Market	Food Service	Overseas	Fruit Solutions	Fine Chemicals	Common Business	Total	Adjustments	Total
Impairment losses	153	1,060	81	–	–	109	1,404	–	1,404

(Significant changes in amount of goodwill)

Not applicable.

(Significant gains on negative goodwill)

Not applicable.

**Supplementary Data  
for the Third Quarter  
of the Fiscal Year Ending  
November 30, 2023**

**October 5, 2023**

**Kewpie Corporation**

**Securities code: 2809**

# Table of contents

1.	Breakdown of net sales and operating income by segment	1
2.	Factors behind changes in operating income	2
3.	Domestic sales volume and amount of salad condiments by business category (Kewpie Corporation)	2
4.	Exchange rates (average exchange rates during the period)	2
5.	Changes in market prices for major raw materials	2
6.	Capital investments and main components of selling, general and administrative expenses	3
7.	Summary of non-operating income (expenses) and extraordinary gains (losses)	3
8.	Summary of balance sheets	3
9.	FY2023 Forecast	4

## ■Notes regarding the information in this document

- The amounts stated in this document are rounded to the nearest 100 million yen when figures are presented in billions of yen.
- Figures of FY 2023 Forecast indicate estimated forecasts announced on October 5, 2023.
- Figures for the overseas operations in the third quarter are results for the period from October to June.  
YoY changes overseas of the third quarter of FY2023 include a ¥4.4 billion increase in net sales and a ¥0.5 billion increase in operating income caused by fluctuations of exchange rates.  
YoY changes overseas of FY2023 Forecast include a ¥4.7 billion increase in net sales and a ¥0.6 billion increase in operating income caused by fluctuations of exchange rates.

# 1. Breakdown of net sales and operating income by segment

Net sales (Billions of yen)	FY2022						FY2023						YoY Change					
	1Q	2Q	3Q	3Q	4Q	Year	1Q	2Q	3Q	3Q	4Q	Year	1Q	2Q	3Q	3Q	4Q	Year
	(Dec.-Feb.)	(Mar.-May)	(Jun.-Aug.)	(Cumulative)	(Sep.-Nov.)		(Dec.-Feb.)	(Mar.-May)	(Jun.-Aug.)	(Cumulative)	(Sep.-Nov.)	(Forecast)	(Dec.-Feb.)	(Mar.-May)	(Jun.-Aug.)	(Cumulative)	(Sep.-Nov.)	
<b>Retail Market</b>	<b>42.6</b>	<b>43.0</b>	<b>44.8</b>	<b>130.5</b>	<b>42.9</b>	<b>173.4</b>	<b>41.9</b>	<b>45.3</b>	<b>45.1</b>	<b>132.3</b>		<b>177.4</b>	<b>(0.7)</b>	<b>2.3</b>	<b>0.3</b>	<b>1.8</b>		<b>4.0</b>
Condiments	17.6	16.4	18.7	52.6	16.7	69.3	17.3	19.3	19.1	55.7		75.0	(0.3)	3.0	0.5	3.1		5.7
Delicatessen	14.9	15.9	15.6	46.4	15.5	61.9	14.8	15.7	15.6	46.1		61.6	(0.1)	(0.2)	0.0	(0.3)		(0.3)
Cut vegetables	6.5	6.9	6.8	20.2	6.8	27.0	6.2	6.6	6.7	19.5		25.8	(0.3)	(0.3)	(0.2)	(0.7)		(1.2)
Other	3.6	3.9	3.7	11.3	3.9	15.1	3.6	3.7	3.7	11.0		15.0	(0.1)	(0.2)	(0.0)	(0.3)		(0.1)
<b>Food Service</b>	<b>36.0</b>	<b>39.9</b>	<b>40.2</b>	<b>116.1</b>	<b>42.7</b>	<b>158.8</b>	<b>41.7</b>	<b>39.7</b>	<b>40.6</b>	<b>122.0</b>		<b>165.3</b>	<b>5.7</b>	<b>(0.2)</b>	<b>0.4</b>	<b>5.9</b>		<b>6.5</b>
Condiments	10.3	11.5	11.5	33.3	12.0	45.2	11.2	13.0	13.2	37.4		51.0	0.9	1.5	1.7	4.1		5.8
Egg	21.5	24.3	24.7	70.5	26.8	97.3	26.6	22.3	23.1	72.0		97.6	5.1	(2.0)	(1.6)	1.6		0.3
Other	4.1	4.1	4.1	12.3	4.0	16.3	3.9	4.4	4.3	12.6		16.7	(0.3)	0.3	0.3	0.3		0.4
<b>Overseas</b>	<b>14.3</b>	<b>15.5</b>	<b>17.6</b>	<b>47.4</b>	<b>18.8</b>	<b>66.3</b>	<b>16.0</b>	<b>18.4</b>	<b>20.9</b>	<b>55.4</b>		<b>77.1</b>	<b>1.7</b>	<b>2.9</b>	<b>3.3</b>	<b>7.9</b>		<b>10.8</b>
China	6.1	6.5	7.5	20.1	8.3	28.4	5.8	7.4	9.0	22.1		31.0	(0.3)	0.9	1.5	2.0		2.6
Southeast Asia	4.0	4.2	4.8	13.0	5.1	18.0	5.1	5.2	5.2	15.5		21.0	1.1	1.0	0.5	2.6		3.0
North America	2.7	3.3	4.1	10.1	4.3	14.4	3.5	3.9	5.1	12.5		17.6	0.8	0.7	1.0	2.4		3.2
Other	1.5	1.6	1.2	4.3	1.2	5.5	1.7	1.9	1.6	5.2		7.5	0.2	0.4	0.4	0.9		2.0
<b>Fruit Solutions</b>	<b>3.7</b>	<b>4.7</b>	<b>4.1</b>	<b>12.5</b>	<b>3.9</b>	<b>16.5</b>	<b>3.8</b>	<b>4.5</b>	<b>4.8</b>	<b>13.1</b>		<b>17.0</b>	<b>0.1</b>	<b>(0.2)</b>	<b>0.7</b>	<b>0.6</b>		<b>0.5</b>
<b>Fine Chemicals</b>	<b>2.5</b>	<b>2.6</b>	<b>2.6</b>	<b>7.6</b>	<b>2.4</b>	<b>10.0</b>	<b>2.8</b>	<b>2.9</b>	<b>2.7</b>	<b>8.4</b>		<b>10.8</b>	<b>0.4</b>	<b>0.3</b>	<b>0.2</b>	<b>0.8</b>		<b>0.8</b>
<b>Common Business</b>	<b>1.4</b>	<b>1.3</b>	<b>1.4</b>	<b>4.0</b>	<b>1.3</b>	<b>5.3</b>	<b>1.3</b>	<b>1.9</b>	<b>1.4</b>	<b>4.6</b>		<b>5.7</b>	<b>(0.1)</b>	<b>0.6</b>	<b>0.0</b>	<b>0.6</b>		<b>0.4</b>
<b>Total</b>	<b>100.5</b>	<b>107.0</b>	<b>110.7</b>	<b>318.2</b>	<b>112.1</b>	<b>430.3</b>	<b>107.7</b>	<b>112.7</b>	<b>115.5</b>	<b>335.9</b>		<b>453.3</b>	<b>7.1</b>	<b>5.7</b>	<b>4.8</b>	<b>17.7</b>		<b>23.0</b>

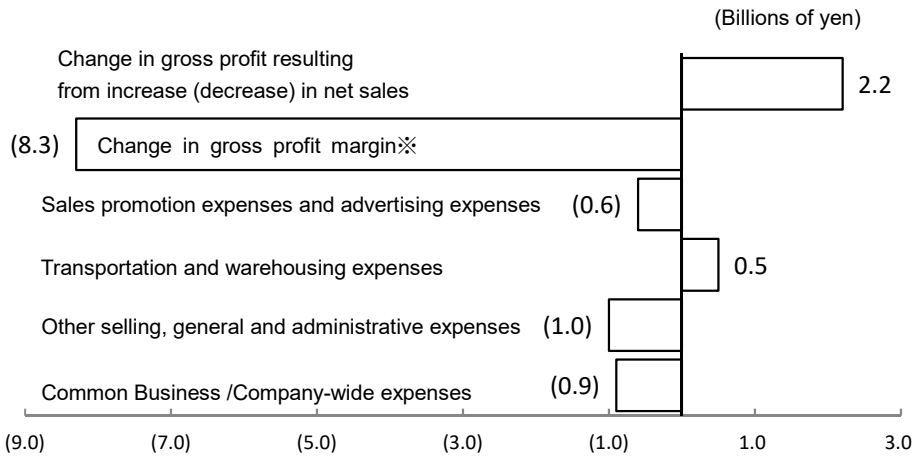
Operating income (Billions of yen)	FY2022						FY2023						YoY Change					
	1Q	2Q	3Q	3Q	4Q	Year	1Q	2Q	3Q	3Q	4Q	Year	1Q	2Q	3Q	3Q	4Q	Year
	(Dec.-Feb.)	(Mar.-May)	(Jun.-Aug.)	(Cumulative)	(Sep.-Nov.)		(Dec.-Feb.)	(Mar.-May)	(Jun.-Aug.)	(Cumulative)	(Sep.-Nov.)	(Forecast)	(Dec.-Feb.)	(Mar.-May)	(Jun.-Aug.)	(Cumulative)	(Sep.-Nov.)	
<b>Retail Market</b>	<b>4.0</b>	<b>3.4</b>	<b>3.6</b>	<b>11.0</b>	<b>2.4</b>	<b>13.4</b>	<b>1.6</b>	<b>2.8</b>	<b>2.9</b>	<b>7.3</b>		<b>9.5</b>	<b>(2.4)</b>	<b>(0.6)</b>	<b>(0.7)</b>	<b>(3.7)</b>		<b>(3.9)</b>
Condiments	2.9	2.0	3.0	7.9	1.5	9.4	1.0	1.6	1.8	4.4		6.0	(1.9)	(0.4)	(1.1)	(3.4)		(3.4)
Delicatessen	0.7	0.9	0.5	2.2	0.5	2.8	0.3	0.9	0.6	1.8		2.4	(0.4)	(0.1)	0.1	(0.4)		(0.4)
Cut vegetables	0.3	0.5	0.3	1.0	0.2	1.3	0.1	0.2	0.2	0.5		0.6	(0.2)	(0.2)	(0.1)	(0.6)		(0.7)
Other	0.1	0.0	(0.2)	(0.1)	0.1	0.0	0.2	0.1	0.3	0.6		0.5	0.2	0.1	0.4	0.7		0.5
<b>Food Service</b>	<b>1.8</b>	<b>2.4</b>	<b>1.5</b>	<b>5.6</b>	<b>1.3</b>	<b>6.9</b>	<b>0.5</b>	<b>0.9</b>	<b>1.0</b>	<b>2.4</b>		<b>3.4</b>	<b>(1.3)</b>	<b>(1.5)</b>	<b>(0.5)</b>	<b>(3.2)</b>		<b>(3.5)</b>
Condiments	0.6	0.9	0.4	1.8	0.4	2.3	0.2	0.7	0.9	1.8		2.8	(0.4)	(0.1)	0.5	(0.0)		0.5
Egg	0.9	1.4	1.0	3.3	0.8	4.1	0.3	0.0	0.0	0.4		0.7	(0.6)	(1.4)	(1.0)	(2.9)		(3.4)
Other	0.3	0.1	0.1	0.5	0.0	0.5	(0.1)	0.1	0.1	0.2		(0.1)	(0.4)	0.0	0.0	(0.3)		(0.6)
<b>Overseas</b>	<b>1.9</b>	<b>2.2</b>	<b>2.7</b>	<b>6.8</b>	<b>1.7</b>	<b>8.5</b>	<b>1.1</b>	<b>2.4</b>	<b>3.5</b>	<b>7.0</b>		<b>10.0</b>	<b>(0.8)</b>	<b>0.2</b>	<b>0.9</b>	<b>0.3</b>		<b>1.5</b>
China	0.7	0.8	1.0	2.5	0.9	3.4	0.0	0.7	1.4	2.2		3.5	(0.7)	(0.1)	0.5	(0.3)		0.1
Southeast Asia	0.6	0.6	0.6	1.8	0.5	2.3	0.6	0.7	0.7	2.0		2.7	(0.0)	0.1	0.1	0.2		0.4
North America	0.3	0.3	0.5	1.1	0.4	1.4	0.3	0.5	1.0	1.8		2.5	0.0	0.2	0.6	0.7		1.1
Other	0.3	0.4	0.6	1.4	(0.1)	1.3	0.2	0.5	0.3	1.1		1.3	(0.1)	0.0	(0.3)	(0.3)		(0.0)
<b>Fruit Solutions</b>	<b>0.0</b>	<b>0.2</b>	<b>0.0</b>	<b>0.3</b>	<b>(0.0)</b>	<b>0.3</b>	<b>0.0</b>	<b>0.2</b>	<b>0.2</b>	<b>0.4</b>		<b>0.2</b>	<b>(0.0)</b>	<b>(0.1)</b>	<b>0.2</b>	<b>0.1</b>		<b>(0.1)</b>
<b>Fine Chemicals</b>	<b>0.0</b>	<b>0.5</b>	<b>0.6</b>	<b>1.2</b>	<b>0.1</b>	<b>1.3</b>	<b>(0.4)</b>	<b>0.3</b>	<b>0.7</b>	<b>0.6</b>		<b>0.9</b>	<b>(0.5)</b>	<b>(0.2)</b>	<b>0.0</b>	<b>(0.6)</b>		<b>(0.4)</b>
<b>Common Business</b>	<b>0.4</b>	<b>0.3</b>	<b>0.3</b>	<b>1.0</b>	<b>0.2</b>	<b>1.2</b>	<b>0.4</b>	<b>0.3</b>	<b>0.2</b>	<b>0.9</b>		<b>1.1</b>	<b>0.0</b>	<b>0.0</b>	<b>(0.1)</b>	<b>(0.1)</b>		<b>(0.1)</b>
<b>Company-wide expenses</b>	<b>(1.4)</b>	<b>(1.5)</b>	<b>(1.5)</b>	<b>(4.4)</b>	<b>(1.7)</b>	<b>(6.2)</b>	<b>(1.5)</b>	<b>(1.7)</b>	<b>(2.0)</b>	<b>(5.3)</b>		<b>(7.1)</b>	<b>(0.1)</b>	<b>(0.2)</b>	<b>(0.5)</b>	<b>(0.8)</b>		<b>(0.9)</b>
<b>Total</b>	<b>6.7</b>	<b>7.5</b>	<b>7.2</b>	<b>21.4</b>	<b>4.0</b>	<b>25.4</b>	<b>1.7</b>	<b>5.2</b>	<b>6.5</b>	<b>13.3</b>		<b>18.0</b>	<b>(5.1)</b>	<b>(2.3)</b>	<b>(0.7)</b>	<b>(8.1)</b>		<b>(7.4)</b>

<b>Operating income ratio</b>	<b>6.7%</b>	<b>7.0%</b>	<b>6.5%</b>	<b>6.7%</b>	<b>3.6%</b>	<b>5.9%</b>	<b>1.5%</b>	<b>4.6%</b>	<b>5.6%</b>	<b>4.0%</b>		<b>4.0%</b>
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※ Growth rate in overseas net sales (Local currency basis) Third quarter of FY2023 cumulative 8%

## 2. Factors behind changes in operating income

(Billions of yen)	FY2022 3Q (Cumulative)	FY2023 3Q (Cumulative)	YoY Change
Operating income	21.4	13.3	(8.1)



Impact of Spike in Main Raw Material Prices ¥(14.4) billion		
By raw material	Major raw materials (Condiments)	(10.8)
	Eggs	(3.6)
	<b>Total</b>	<b>(14.4)</b>

By Segment	Impact (Billions of yen)
Retail Market	(6.1)
Food Service	(7.0)
Overseas	(1.3)

※Impact of spike in main raw material prices is included in the change in gross profit margin.

## 3. Domestic sales volume and amount of salad condiments by business category (Kewpie Corporation)

		FY2021 3Q (Cumulative)	FY2022 3Q (Cumulative)	FY2023 3Q (Cumulative)	YoY Change	YoY Change (%)
For household use	Volume (Thousands of tons)	103	95	92	(4)	(4)%
	Amount (Billions of yen)	51.8	51.7	54.9	3.2	6%
For commercial use	Volume (Thousands of tons)	68	69	69	(0)	(0)%
	Amount (Billions of yen)	26.3	28.5	32.7	4.3	15%
Exports	Volume (Thousands of tons)	6	8	8	0	6%
	Amount (Billions of yen)	2.7	3.5	4.1	0.6	16%

※ Exports includes figures for household use and for commercial use.

## 4. Exchange rates (average exchange rates during the period)

(Yen)	FY2021 3Q (Cumulative)	FY2022 3Q (Cumulative)	FY2023 3Q (Cumulative)	FY2023 Forecast
USD (per \$1)	106	120	137	140
RMB (per RMB1)	16	19	20	20

## 5. Changes in market prices for major raw materials

(Yen/kg)	FY2021				FY2022				FY2023				Year (Forecast)
	1Q (Dec.-Feb.)	2Q (Mar.-May)	3Q (Jun.-Aug.)	4Q (Sep.-Nov.)	1Q (Dec.-Feb.)	2Q (Mar.-May)	3Q (Jun.-Aug.)	4Q (Sep.-Nov.)	1Q (Dec.-Feb.)	2Q (Mar.-May)	3Q (Jun.-Aug.)	4Q (Sep.-Nov.)	
Average price of institutional use (tank truck base) for refined soybean and rapeseed oils for processed oil and fats	253	266	303	352	361	373	392	437	424	404	375		391
Benchmark price for medium-sized eggs, Tokyo market	168	240	240	211	179	208	207	241	297	348	317		320

## 6. Capital investments and main components of selling, general and administrative expenses

(Billions of yen)	FY2022 3Q (Cumulative)	FY2023 3Q (Cumulative)	YoY Change	FY2023 Forecast
Capital investments	11.4	12.5	1.1	19.5
Depreciation and amortization	11.9	12.6	0.7	17.0
Sales promotion expenses	2.6	2.8	0.2	4.1
Advertising expenses	7.2	7.7	0.4	10.2
Transportation and warehousing expenses	21.1	20.6	(0.5)	28.2
Payroll expenses	23.1	23.6	0.5	31.8
Research and development expenses	2.7	2.7	0.0	3.9

## 7. Summary of non-operating income (expenses) and extraordinary gains (losses)

(Billions of yen)	FY2022 3Q (Cumulative)	FY2023 3Q (Cumulative)	YoY Change	Items of changes	FY2023 Forecast
Non-operating income (expenses), net	1.5	1.7	0.2	Increase in interest income	0.2
				Increase in interest expenses	(0.1)
				Increase in other non-operating income	0.5
				Increase in other non-operating expenses	(0.3)
Extraordinary gains (losses), net	0.7	1.9	1.1	Increase in gains on sales of shares of subsidiaries and associates	1.7
				Increase in gains on sales of investment securities	0.3
				Increase in other extraordinary gains	0.4
				Increase in impairment losses	(1.4)
					1.9
					0.0

## 8. Summary of balance sheets

(Billions of yen)	FY2022	FY2023 3Q	YoY Change	Items of changes	
<b>Assets</b>					
Current assets	167.7	181.7	14.0	Increase in notes and accounts receivable - trade	9.7
				Decrease in securities	(8.7)
				Increase in inventories	9.5
<b>Fixed assets</b>					
Tangible and intangible fixed assets	162.7	159.6	(3.1)	Decrease in buildings and structures	(2.9)
Investments and other assets	73.0	77.4	4.4	Increase in investment securities	3.9
Liabilities	108.8	116.2	7.5	Increase in notes and accounts payable - trade	2.1
				Increase in reserves for bonuses	4.0
				Increase in other non-current liabilities	2.8
Net assets	294.6	302.5	7.9	Increase in earned surplus	4.1
				Increase in unrealized holding gains (losses) on securities	2.2
				Increase in non-controlling interests	1.3

## 9. FY2023 Forecast

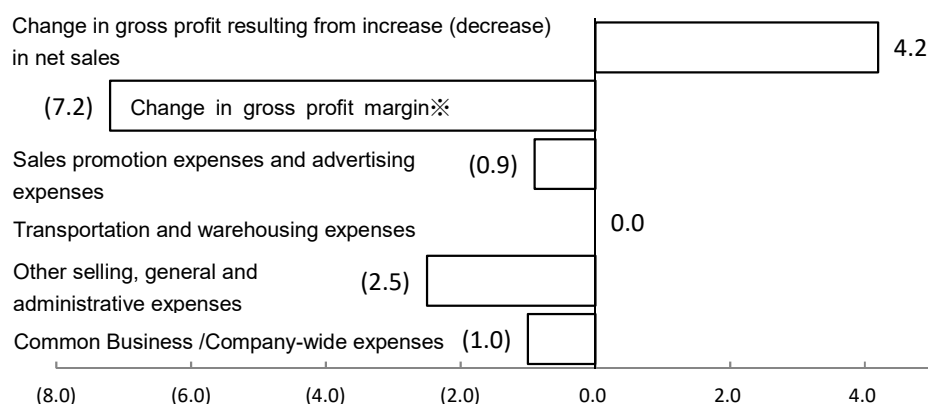
### ■ Forecasts of operating results

(Billions of yen)		FY2022	FY2023 Forecast	YoY Change	Change (%)
Net sales		430.3	453.3	23.0	5%
Operating income		25.4	18.0	(7.4)	(29)%
Ordinary income		27.2	19.9	(7.3)	(27)%
Profit attributable to owners of parent		16.0	12.0	(4.0)	(25)%
ROA		6.9%	4.9%	(2.0)%	–
ROE		6.2%	4.4%	(1.8)%	–
Operating income ratio		5.9%	4.0%	(1.9)%	–
Growth rate in overseas net sales (Local currency basis)		10%	10%	–	–
Exchange rates	USD (per \$1)	125 yen	140 yen	15 yen	–
	RMB (per RMB1)	19 yen	20 yen	1 yen	–
Market prices for major raw materials	Average price of institutional use (tank truck base) for refined soybean and rapeseed oils for processed oil and fats	391 yen	391 yen	–	–
	Benchmark price for medium-sized eggs, Tokyo market	209 yen	320 yen	111 yen	–

### ■ Factors behind changes in operating income

(Billions of yen)	FY2022	FY2023 Forecast	YoY Change
Operating income	25.4	18.0	(7.4)

(Billions of yen)



Impact of Spike in Main Raw Material Prices ¥(16.2) billion		
By raw material	Major raw materials (Condiments)	(11.7)
	Eggs	(4.5)
	<b>Total</b>	<b>(16.2)</b>
By Segment	Retail Market	(7.0)
	Food Service	(8.4)
	Overseas	(0.9)

※Impact of spike in main raw material prices is included in the change in gross profit margin.